

- an executed Assignment, with a request that it be recorded;
- a copy of the Notice To File Missing Parts, Filing Date Granted, mailed 1/26/01;
- a Verified Small Entity Statement; and
- a fee calculation and check transmittal letter and a check in the amount of the fees required for the above.

Kindly amend the above-referenced application as follows:

In the Claims: ✓

Kindly ~~cancel~~ <sup>amend</sup> Claim 1 and replace it with:

1. An apparatus for evaluating information about a process related to a negotiation, comprising:

<sup>MS</sup>  
<sup>cc/</sup> a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along

a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating any changes in the terms until a set of terms is acted upon in a final manner by the deciding entity; and

a process mining function for evaluating a process related to such a negotiation.

2/ 1/ 2/ 2. The apparatus of Claim 1, wherein the process mining function further comprises an active template for specifying variables to be evaluated.

Rule 1.126 3/ 3/ 3. The apparatus of Claim 2, wherein the active template further comprises an alert mechanism for initiating evaluation.

4/ 3/ 2/ 4. The apparatus of Claim 2, wherein the active template further comprises a contract authority for assigning a unique identifier to a negotiation.

5/ 4/ 5/ 5. The apparatus of Claim 4, wherein the active template further comprises predefined fields for activating a computer program to analyze the specified variables.

6. The apparatus of Claim 2, wherein the specified variables include data collected during the negotiation.

7. The apparatus of Claim 2, wherein the specified variables include trackable events occurring as a result of the negotiation.

8. The apparatus of Claim 2, wherein the specified variables include trackable activities occurring as a result of the negotiation.

9. The apparatus of Claim 5, wherein the computer program further comprises a dynamic contract manager for converting the results of an analysis into an active template for governing subsequent negotiations.

10. The apparatus of Claim 9, wherein the dynamic contract manager further comprises a procedure for recommending modifications to an existing agreement as a result of an analysis performed.

11. The apparatus of Claim 9, wherein the dynamic contract manager stores the results of an analysis associated with a unique identifier in the storage area.

12. The apparatus of Claim 2, wherein the specified variables are associated with a single user.

*13*  
*14* 13. The apparatus of Claim *32*, wherein the specified variables are associated with at least two users.

*A2* *14*  
*15* 14. The apparatus of Claim *13*, wherein the users agree to provide access to information for purposes of an evaluation.

*Rule*  
*1.126* *15*  
*12* 15. The apparatus of Claim *11*, wherein the dynamic contract manager further comprises a security function for validating that the results stored have appropriate access controls and privilege safeguards.

*16*  
16. A method for evaluating information about a process related to a negotiation, comprising the steps of:

*Rule 1.126*  
*A2*  
operating a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating any changes in the terms until a set of terms is acted upon in a final manner by the deciding entity; and

evaluating a process related to such a negotiation by using a process mining function.

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17  
17. The method of Claim 16, wherein the step of evaluating a process further comprises the step of specifying variables to be evaluated using an active template.

rule 1-126  
A2-19  
18. The method of Claim 17, wherein the step of using an active template further comprises the step of initiating an evaluation using an alert mechanism.

19  
20. The method of Claim 17, wherein the step of using an active template further comprises the step of assigning a unique identifier to a negotiation.

20  
20. The method of Claim 19, wherein the step of using an active template further comprises the step of activating a computer program to analyze the specified variables.

21  
21. The method of Claim 17, wherein the step of using an active template further comprises the step of including data collected during the negotiation.

22  
22. The method of Claim 17, wherein the step of using an active template further comprises the step of including trackable events occurring as a result of the negotiation.

23  
23. The method of Claim 17, wherein the step of using an active template further comprises the step of including trackable activities occurring as a result of the

negotiation.

~~24~~ 24. The method of Claim ~~20~~, wherein activating a computer program further comprises the step of converting the results of an analysis into an active template for governing subsequent negotiations.

~~25~~ 25. The method of Claim ~~24~~, wherein the step of converting the results of an analysis further comprises the step of recommending modifications to an existing agreement as a result of an analysis performed.

~~26~~ 26. The method of Claim ~~24~~, wherein the step of converting the results of an analysis further comprises the step of storing the results of an analysis associated with a unique identifier in the storage area.

~~27~~ 27. The method of Claim ~~17~~, wherein the step of specifying variables further comprises the step of associating them with a single user.

~~28~~ 28. The method of Claim ~~17~~, wherein the step of specifying variables further comprises the step of associating them with at least two users.

~~29~~ 29. The method of Claim ~~28~~, wherein the step of associating them with at least two users further comprises obtaining the users' agreement to accessing information for purposes of an evaluation.

<sup>30</sup>  
~~31~~ 30. The method of Claim <sup>26</sup>~~27~~, wherein the step of converting the results of an analysis  
further comprises the step of validating that the results stored have appropriate access  
controls and privilege safeguards.

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Respectfully Submitted,

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